

Konica Minolta, Inc.  
4<sup>th</sup> Quarter/FY2016 ended in March 2017  
**Consolidated Financial Results**

Three months: January 1, 2017 – March 31, 2017  
Fiscal Year 2016: April 1, 2016 – March 31, 2017  
– Announced on May 11, 2017 –

Seiji Hatano  
Senior Executive Officer  
Chief Financial Officer  
Konica Minolta, Inc.

# Overview of FY2016 Consolidated Financial Results

		【¥ billions】									
		Full year	YoY		w/o Forex		4Q	YoY		w/o Forex	
Konica Minolta	Revenue	962.6	- 69.2	- 7%	22.7	+ 2%	262.9	- 6.5	- 2%	1.1	+ 0%
	OP	50.1	- 9.9	- 17%	9.7	+ 16%	15.7	- 2.8	- 15%	- 0.5	- 3%
	Profit*	31.5	- 0.4	- 1%	-	-	6.6	1.2	22%	-	-
Business Technologies	Revenue	771.7	- 60.5	- 7%	22.8	+ 3%	209.5	- 6.6	- 3%	0.3	+ 0%
	OP	53.0	- 17.2	- 25%	0.7	+ 1%	14.9	- 4.5	- 23%	- 2.3	- 12%
Forex	US\$	¥ 108	¥ - 12	- 10%	-	-	¥ 114	¥ - 2	- 2%	-	-
	euro	¥ 119	¥ - 14	- 10%	-	-	¥ 121	¥ - 6	- 5%	-	-

\* Profit: Profit attributable to owners of the company, OP: Operating profit.

- Full-year results for whole company hit hard by stronger yen, causing lower revenue/profit, but excluding forex revenue/profit effectively grew.
- Revenue fell due to stronger yen hitting Business Technologies Business and falling sales in Industrial Business.
- OP boosted by ¥7.8 billion in patent-related income and large scale order in measuring instruments. Excluding forex, OP grew by double-digits and would have secured increase even without patent-related income.
  - Business Technologies Business achieved higher revenue/profit, excluding forex, by focusing on hybrid-type sales and sales of mid- and high-speed color models.
- 4Q results for whole company came in at broadly same level as previous year, excluding forex.

# FY2016 Financial Results – Segment



[¥ billions]

Revenue	12M		YoY	4Q		YoY
	Mar 2017	Mar 2016		Mar 2017	Mar 2016	
Business Technologies	771.7	832.2	- 7%	209.5	216.1	- 3%
Office Services	558.2	607.6	- 8%	150.9	157.0	- 4%
Commercial/Industrial print	213.5	224.6	- 5%	58.6	59.0	- 1%
Healthcare	89.9	89.9	+ 0%	26.6	27.6	- 4%
Industrial Business	89.4	106.0	- 16%	23.9	24.3	- 1%
Industrial Optical Systems	47.8	52.5	- 9%	14.3	12.6	+ 14%
Performance Materials	41.6	53.5	- 22%	9.6	11.7	- 18%
Others	11.5	3.7	-	2.9	1.4	-
<b>Group Overall</b>	<b>962.6</b>	<b>1,031.7</b>	<b>- 7%</b>	<b>262.9</b>	<b>269.4</b>	<b>- 2%</b>

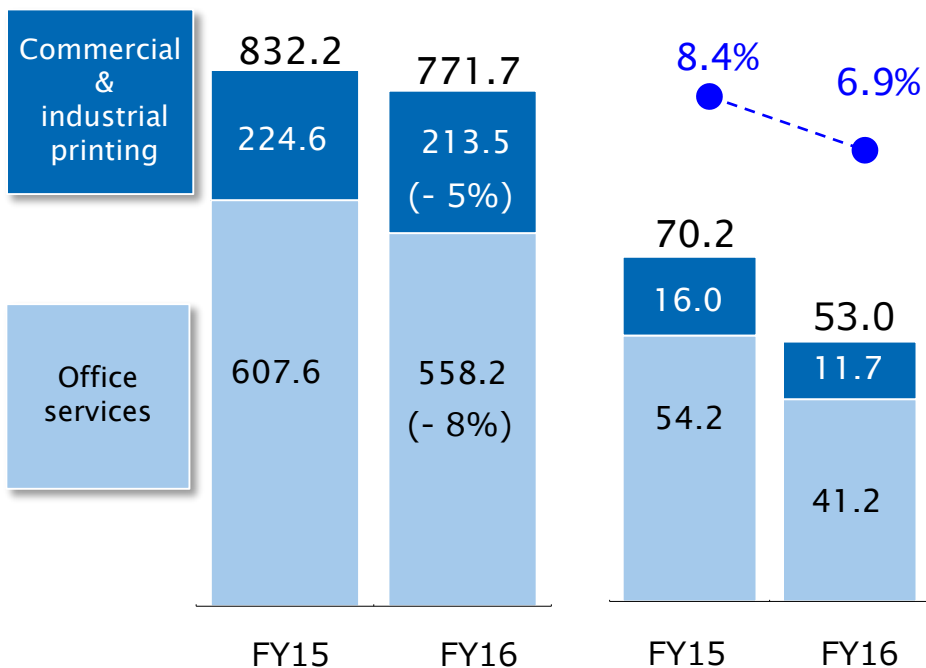
Operating Profit	12M		YoY	4Q		YoY
	Mar 2017	Mar 2016		Mar 2017	Mar 2016	
Business Technologies	53.0	70.2	- 25%	14.9	19.3	- 23%
Office Services	41.2	54.2	- 24%	11.9	14.4	- 18%
Commercial/Industrial print	11.7	16.0	- 27%	3.0	4.9	- 39%
Healthcare	2.9	3.9	- 27%	1.4	1.6	- 16%
Industrial Business	18.6	17.1	+ 9%	4.2	3.8	+ 10%
Others	-24.3	-31.1	-	-4.7	-6.2	-
<b>Group Overall</b>	<b>50.1</b>	<b>60.1</b>	<b>- 17%</b>	<b>15.7</b>	<b>18.5</b>	<b>- 15%</b>

# Business Technologies Business Overview (Full year)

- **Revenue: ¥771.7bn 7% down (FOREX Impact: ¥-83.3bn, + 3% w/o FOREX)**
  - Excluding impact of exchange rates, revenue increased due to hybrid-type sales, shift to mid- and high-speed A3 color models, and increased shipments of top-of-the-line PP color models.
- **Operating Profit: ¥53.0bn 25% down (FOREX Impact: ¥-17.9bn, + 1% w/o FOREX)**
  - Absorbed intensifying price pressure by focusing on sales of high-end color models, effectively achieving increase in profit after excluding the impact of exchange rates.

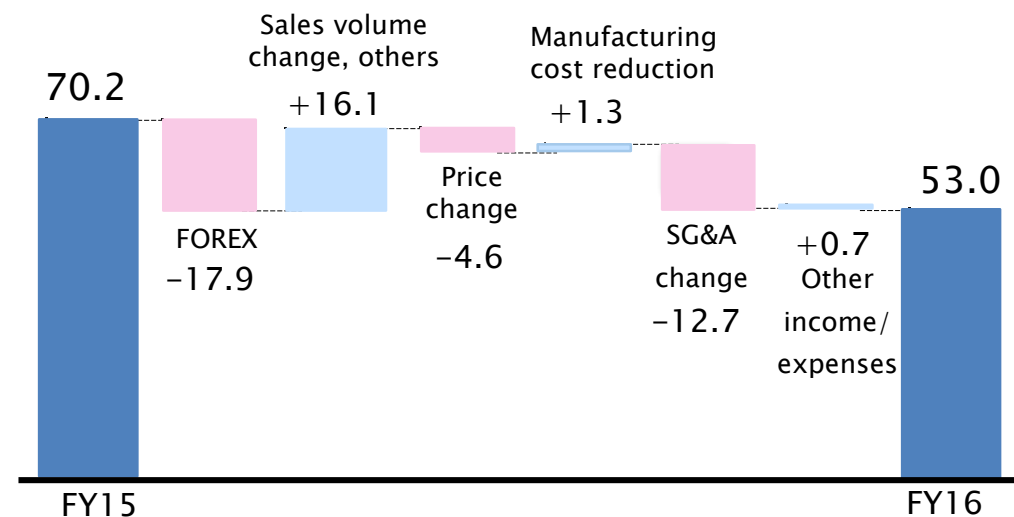
## Revenue / Operating Profit

Left: Revenue Right: Operating Profit ● : OP Ratio [¥ billions]



## Operating Profit Analysis

[¥ billions]



# Business Technologies Business: 4Q Office Services Performance

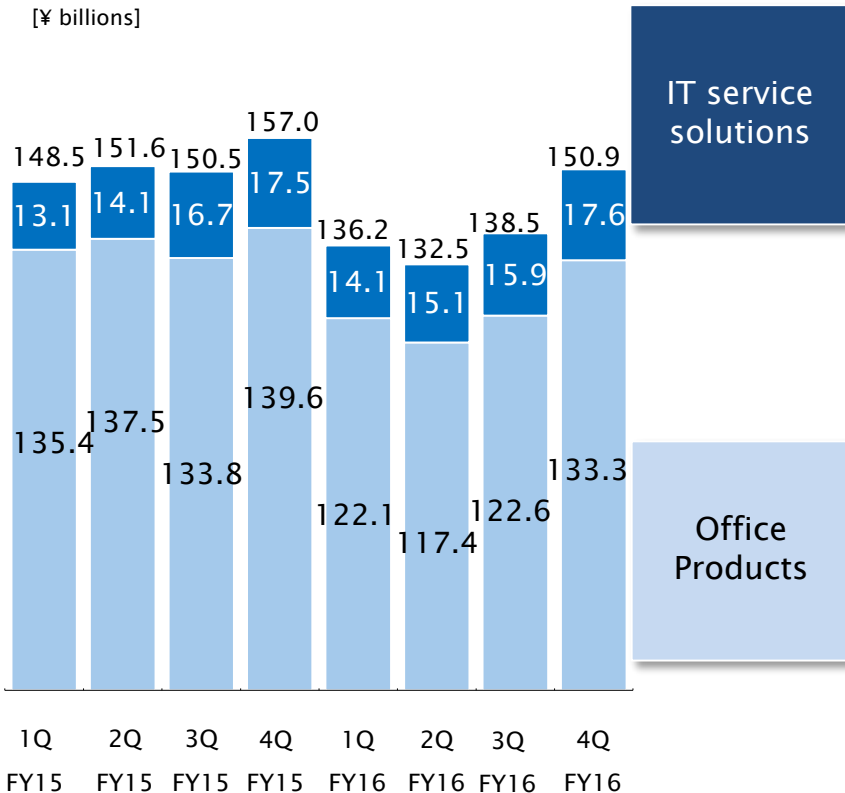


- Revenue: ¥150.9bn 4% down (FOREX Impact: ¥- 4.8bn, - 1 % w/o FOREX)
- Operating Profit: ¥11.9bn 18% down (FOREX Impact: ¥- 1.9bn, - 5% w/o FOREX)

IT services were strong through hybrid-type sales, although unit sales of A3 color models remained flat year on year due to extension/decrease of large-scale projects in Europe and US.

## Quarterly Revenue Transition

[¥ billions]



## Revenue

4Q (Annual)

¥17.6bn

YoY +1%  
w/o FX + 3%

¥62.8bn

YoY +2%  
w/o FX + 9%

¥133.3bn

YoY - 4%  
w/o FX - 1%

¥495.4bn

YoY - 9%  
w/o FX + 1%

OPS ¥24.2bn

YoY -1%

¥86.5bn

YoY +1%

GMA ¥8.5bn

YoY +3%

¥29.2bn

YoY -2%

## Summary

- ✓ Increased number of customers won through hybrid-type sales, primarily in US and a part of Europe.
- ✓ Despite focus on mid- and high-speed A3 color models, impacts seen from competitors' new products.
- ✓ In China, favorable sales of both A3 color and B&W models.
- ✓ Regarding GMAs, won four new orders in promising Asia-Pacific region.

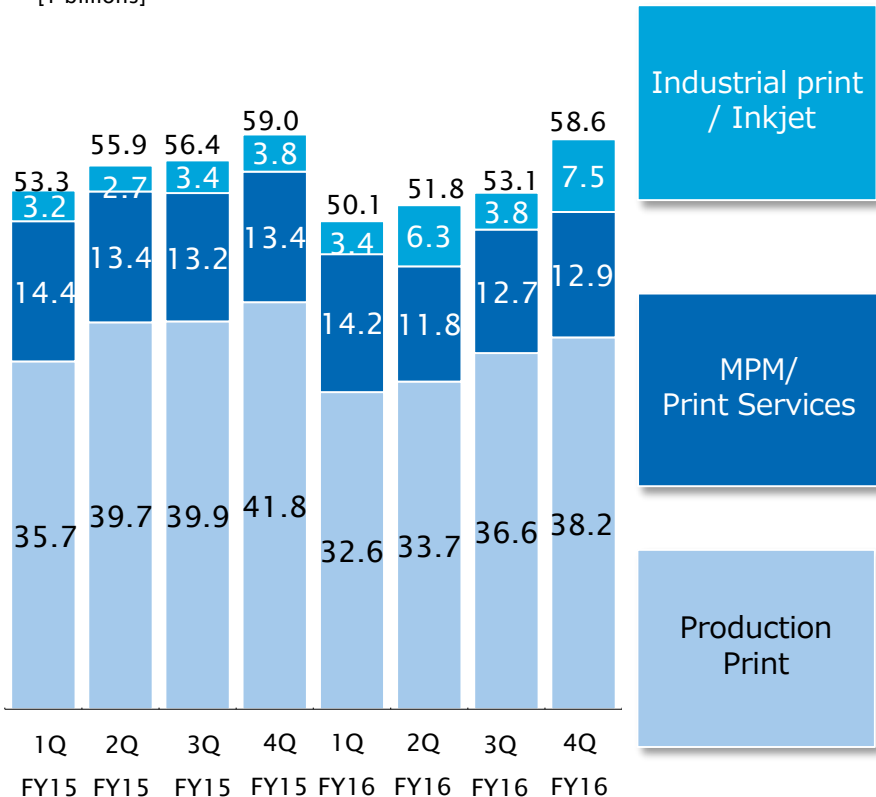
# Business Technologies Business: 4Q Commercial and Industrial Printing

- Revenue: ¥58.6bn 1% down (FOREX Impact: ¥- 2.2bn, + 3% w/o FOREX)
- Operating Profit: ¥3.0bn 39% down (FOREX Impact: ¥- 0.3bn, - 33% w/o FOREX)

Industrial printing grew significantly due to contributions of MGI and KM-1. In LPP, new products were solid, although sales of high-speed color models fell in MPP with lower product competitiveness. Profit fell due to higher future product development costs.

## Quarterly Revenue Transition

[¥ billions]



## Revenue

4Q (Annual)

## Summary

¥7.5bn

YoY +96%  
w/o FX + 99%

¥20.9bn

YoY +61%  
w/o FX + 72%

- ✓ Solid sales of components to China.
- ✓ Rolled out sales network for MGI products.
- ✓ “Accurio Jet KM-1” won new orders in Japan/Germany.

¥12.9bn

YoY - 4%  
w/o FX + 3%

¥51.6bn

YoY - 5%  
w/o FX + 10%

- ✓ MPM revenue plateaued, but revenue from Kinko’s rose.

¥38.2bn

YoY - 9%  
w/o FX - 6%

¥141.1bn

YoY - 10%  
w/o FX - 0%

- ✓ In LPP, “AccurioPress C2070” series got off to favorable start, primarily.
- ✓ Non-hardware revenue slowed due to price competition.

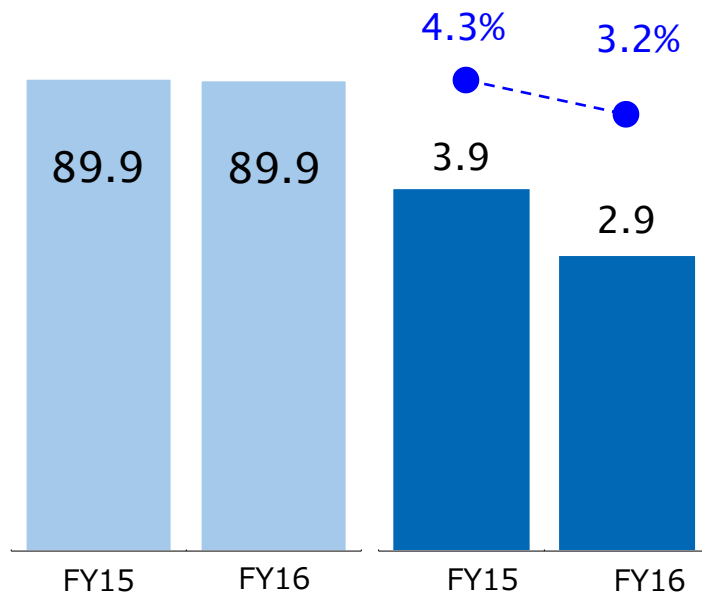
\*LPP: Light Production Printer MPP: Mid Production Printer

# Healthcare Business Overview (Full year)

- Revenue: ¥89.9bn Flat year on year (FOREX Impact: ¥- 5.1bn, + 6% w/o FOREX)
- Operating Profit: ¥2.9bn 27% down (FOREX Impact: ¥- 1.8bn, + 19% w/o FOREX)
- Strong sales of DR and diagnostic ultrasound systems. Sales bound for US were favorable, sales to Japan also remained robust.  
Despite higher expenses due to expanding sales capability at acquisition Viztek, profit rose after excluding effect of exchange rates.

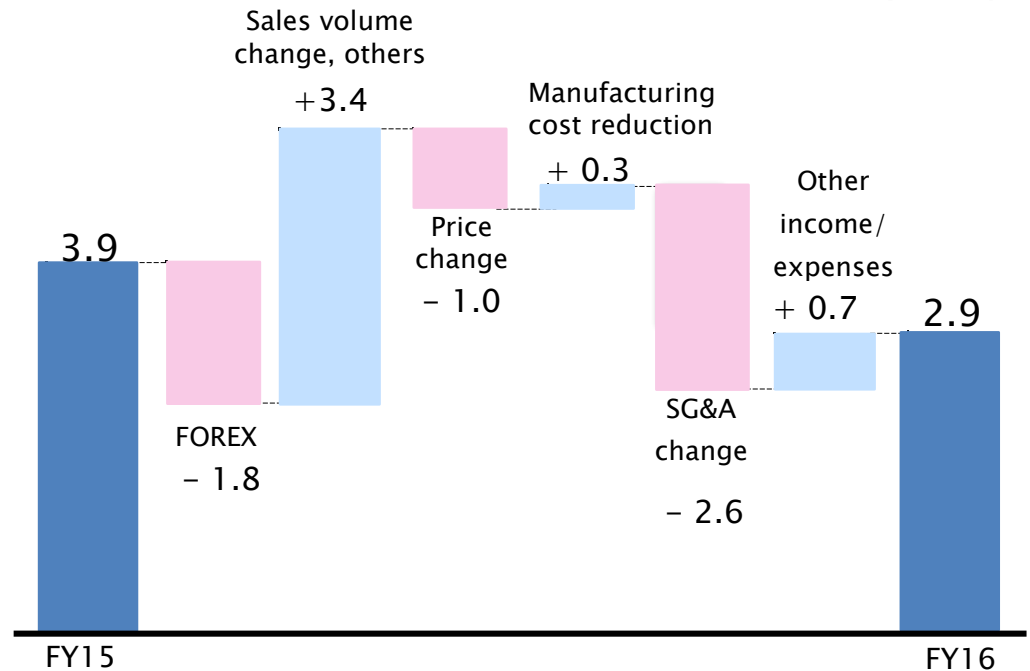
## Revenue / Operating Profit

Left: Revenue Right: Operating Profit ● : OP Ratio [¥ billions]



## Operating Profit Analysis

[¥ billions]



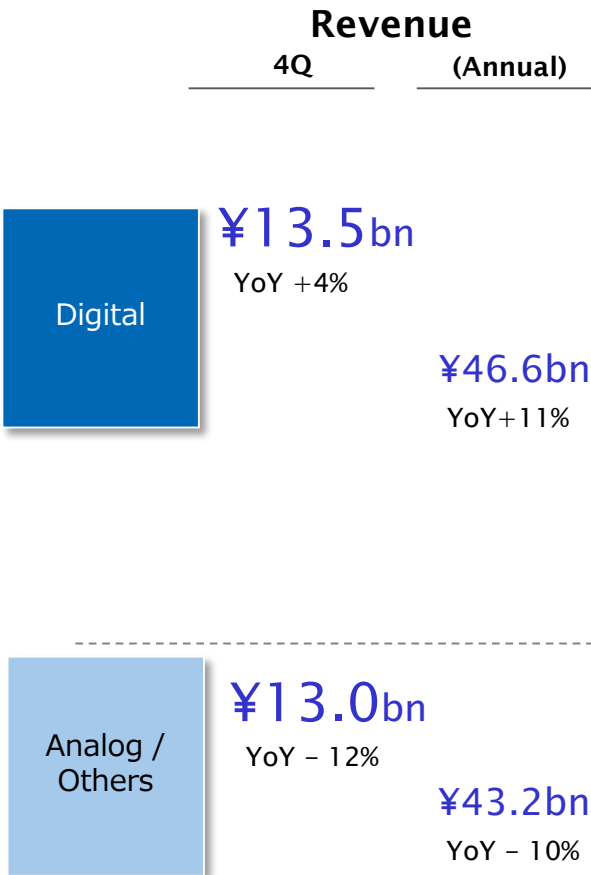
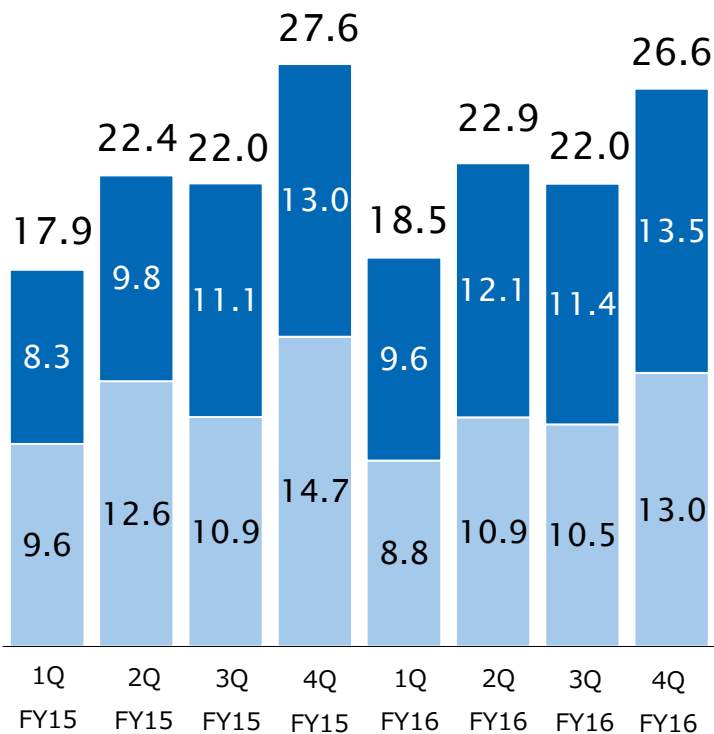


# Healthcare Business 4Q Performance

- Revenue: ¥26.6bn 4% down (FOREX Impact: ¥- 0.3bn, - 3% w/o FOREX)
- Operating Profit: ¥1.4bn 16% down (FOREX Impact: ¥- 0.2bn, - 4% w/o FOREX)

## Quarterly Revenue Transition

[¥ billions]



## Summary

- ✓ Sales of DR strong both in Japan and overseas. The US solid, helped by cooperation with X-ray device manufacturer.
- ✓ Japan solid in diagnostic ultrasound systems. (Sales in March hit record high.)
- ✓ In PACS, strong sales of models for small and medium-sized medical institutions and clinics.
- ✓ Declining sales of analog products, primarily film.

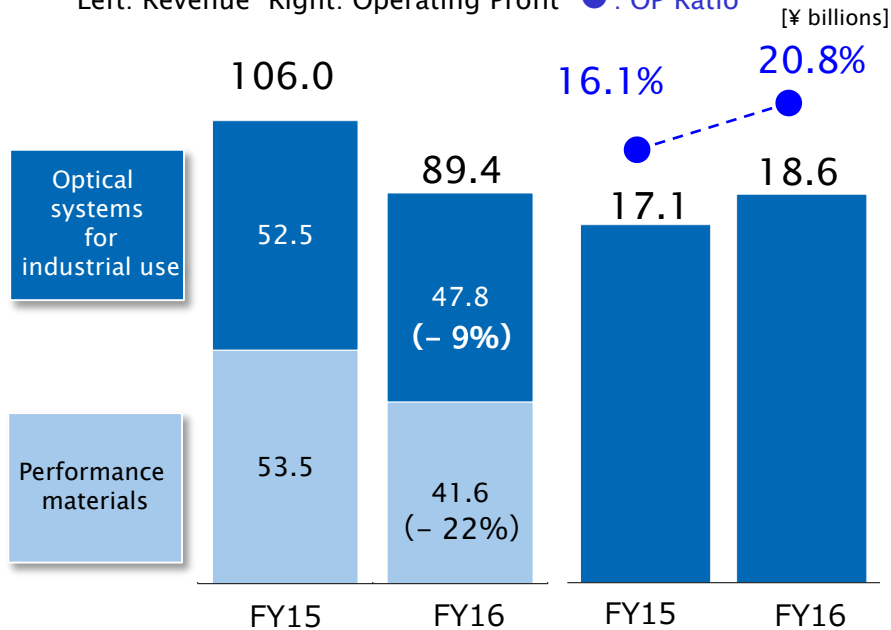
\* Digital: X-ray systems (DR, CR), ultrasound diagnostic imaging systems, medical IT service, etc. Analog and others: Film, imager, local procurements, etc.

# Industrial Business Overview (Full year)

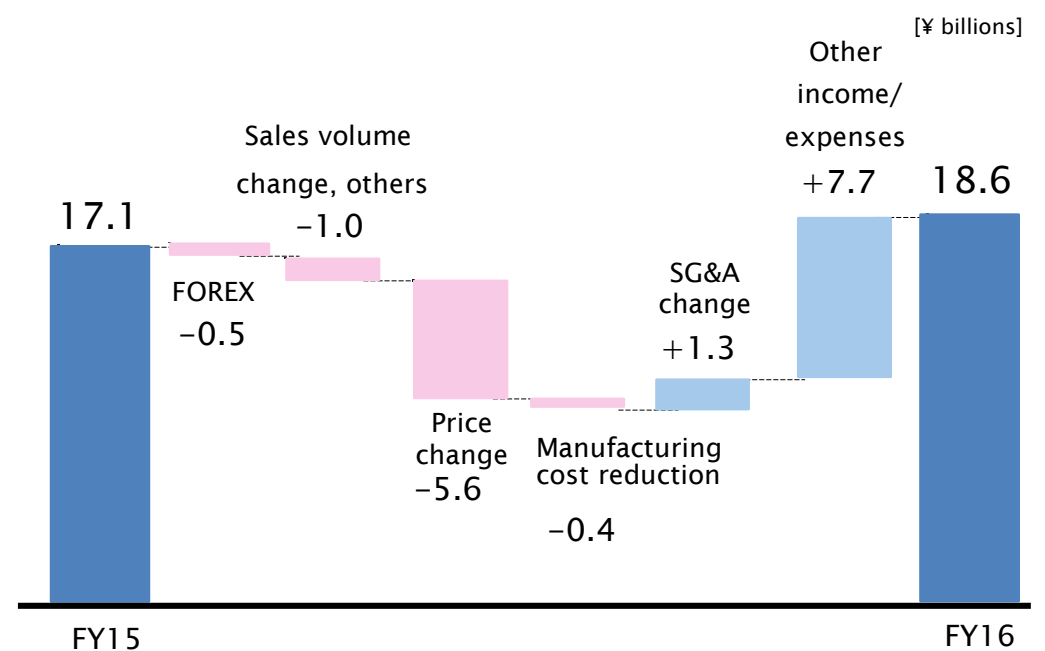
- **Revenue: ¥89.4bn 16% down** (FOREX Impact: ¥- 3.5bn, - 12% w/o FOREX)
  - In optical systems for industrial use, although major project for measuring instruments contributed, revenue fell due to falling demand for lenses for industrial and professional use, etc.
  - In performance materials, shifted to high value-added products amid increasing price pressure, but revenue fell.
- **Operating Profit: ¥18.6bn 9% up** (FOREX Impact: ¥ - 0.5bn, + 12% w/o FOREX)
  - Despite falling sales and impact of falling prices, profit rose due to contribution of patent-related income and of measuring instruments.

## Revenue / Operating Profit

Left: Revenue Right: Operating Profit ● : OP Ratio [¥ billions]



## Operating Profit Analysis

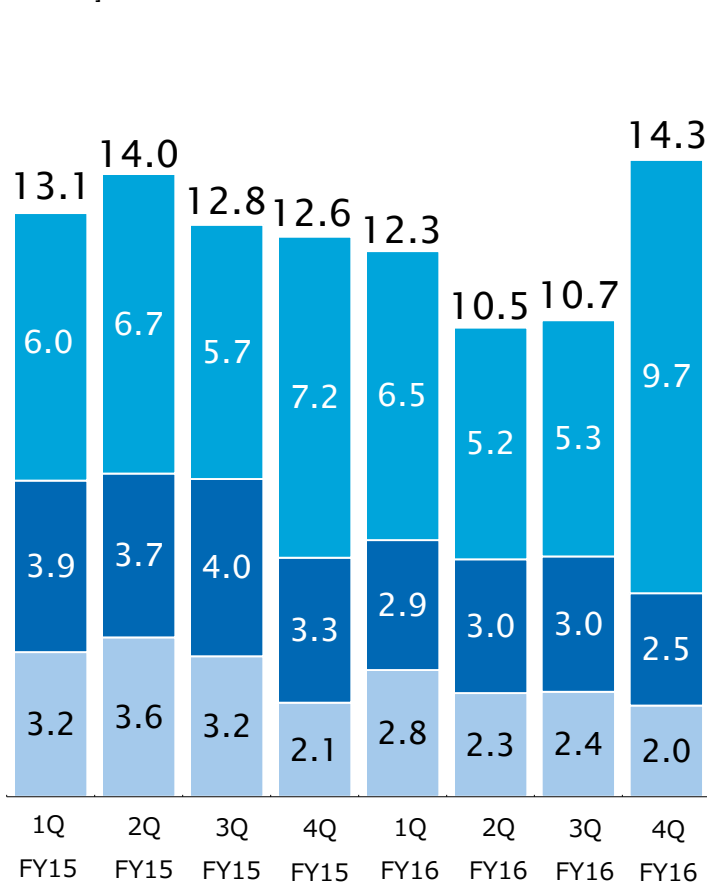


# Industrial Business: 4Q Optical Systems for Industrial Use

Revenue: ¥14.3bn 14% up (FOREX Impact: ¥- 0.3bn, + 16% w/o FOREX)

## Quarterly Revenue Transition

[¥ billions]

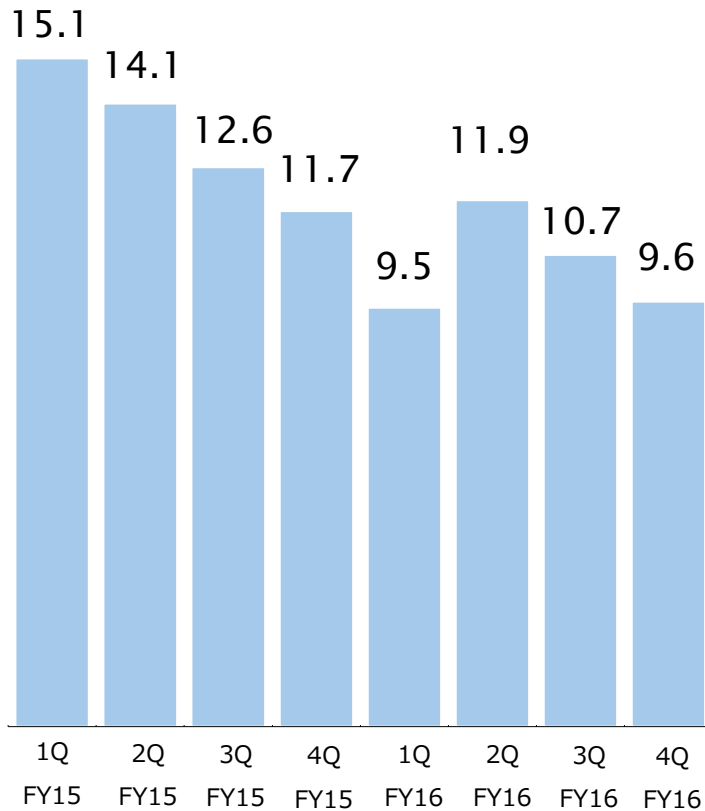


	Revenue		Summary
	4Q	(Annual)	
Measuring Instruments	¥9.7bn YoY +35%	¥26.7bn YoY+ 4%	<ul style="list-style-type: none"> <li>✓ Strong sales of display measurement equipment.</li> <li>✓ Commencement of shipments for large-scale project significantly contributed to earnings.</li> </ul>
Industrial & Professional lenses	¥2.5bn YoY - 22%	¥11.5bn YoY - 22%	<ul style="list-style-type: none"> <li>✓ Revenue fell due to slowing demand for both interchangeable lenses and projection lenses for cinema use.</li> </ul>
Others	¥2.0bn YoY - 3%	¥9.6bn YoY - 21%	<ul style="list-style-type: none"> <li>✓ Revenue fell due to impact of contraction in compact camera market.</li> </ul>

□ Revenue: ¥9.6bn 18% down (FOREX Impact: - 0.0 bn)

## Quarterly Revenue Transition

[¥ billions]



## 4Q Summary

### ■ For FPD

#### • Large size

- ✓ With emergence of increased competition in new materials, sales of standard protective film fell.
- ✓ For TVs, adoption of new water-resistant VA-TAC for large VA panels increased.  
ZeroTAC for IPS-use was strong.

#### • Small & medium size

- ✓ Ultra-thin TAC film for small and medium-sized panels grew steadily.

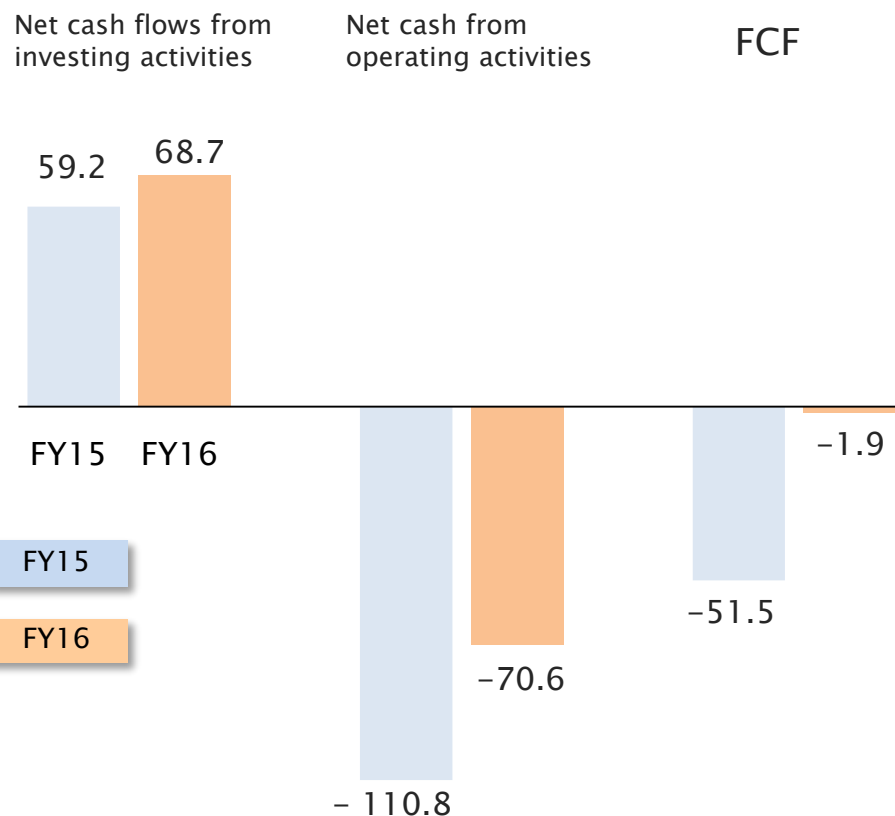
# Free cash flow (FCF)

Free cash flow (FCF) improved over previous year, keep black except 1Q.

FCF increased ¥49.6 billion (FY2016)/ ¥13.0 billion (4Q) due to improvements in working capital driving rise in operating CF, and lower investments.

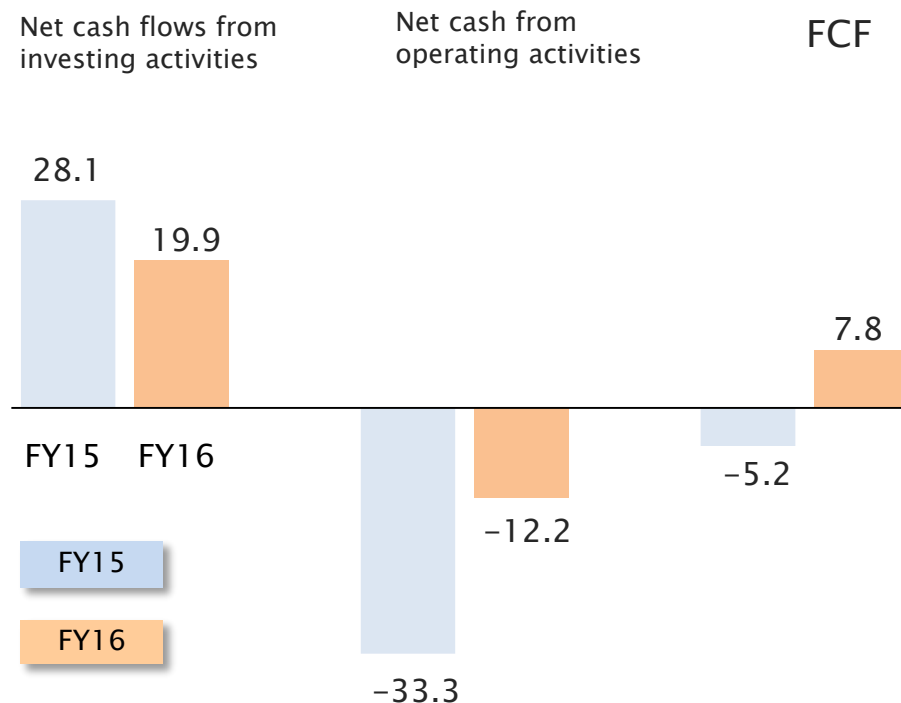
## Full year (12 months)

【¥ billions】



## 4Q (3 months)

【¥ billions】



# FY2017 Earnings Forecast

# FY2017 Earnings Forecast– Overview

[¥ billions]

	Earnings Forecast	Results	
	Mar 2018	Mar 2017	YoY
Revenue	980.0	962.6	+ 2%
Operating Profit	46.0	50.1	- 8%
Operating Profit ratio	4.7%	5.2%	
Profit before tax	44.5	49.3	- 10%
Profit attributable to owners of the company	30.0	31.5	- 5%
Profit attributable to owners of the company ratio	3.1%	3.3%	
EPS [Yen]	60.53	63.65	
ROE* (%)	5.8%	6.3%	
CAPEX	55.0	38.9	
Depreciation and Amortization Expenses	55.0	51.8	
R&D expenses	79.0	73.3	
FCF	45.0	-1.9	
Investment and loan	40.0	36.7	
*Purchase of tangible/intangible assets			
FOREX [Yen] USD	105.00	108.38	
euro	115.00	118.79	

# FY2017 Earnings Forecast – Segment

[¥ billions]

Revenue	Earnings Forecast		Results	
	Mar 2018		Mar 2017	YoY
Office	545.0		558.2	- 2%
Professional Printing	220.0		204.0	+ 8%
Healthcare	95.0		89.9	+ 6%
Industrial	110.0		101.6	+ 8%
Optical systems for industrial use	35.0		29.3	+ 19%
Materials and components	75.0		72.2	+ 4%
New business / corporate, etc.	10.0		8.8	-
<b>Company overall</b>	<b>980.0</b>		<b>962.6</b>	<b>+ 2%</b>

Operating Profit	Earnings Forecast		Results		YoY
	Mar 2017		Mar 2016		
Office	45.0	8.3%	40.3	7.2%	+ 12%
Professional Printing	12.0	5.5%	9.2	4.5%	+ 30%
Healthcare	5.5	5.8%	3.0	3.3%	+ 83%
Industrial	16.5	15.0%	21.9	21.6%	- 25%
New business / corporate, etc.	-33.0	0.0	-24.3		-
<b>Company overall</b>	<b>46.0</b>	<b>4.7%</b>	<b>50.1</b>	<b>5.2%</b>	<b>- 8%</b>



“Major recovery in earnings power” and “Accelerating transformation”

Core  
Business

**Focusing on high value-added products**

Further strengthen sales of high value-added products and improve customer satisfaction

**Structural reform of global cost**

1. Reduce production costs, market quality losses, lead times
2. Shift human resources to growing/new businesses, rationalize and enhance productivity by leveraging IT

Growth  
Business

**Achieving at least ¥100 billion in revenue**

Industrial printing, textiles, ultrasound, visual surface inspection, new films/materials

New  
Business

**Creating value for customers and resolving social issues through IoT business**

Workplace Hub, bio-health (cancer diagnostics), optical systems for industrial use

## Office

- Improve business profitability and repeat-customer rate by expanding hybrid-type sales
- Raise average selling price and expand print volume by concentrating on selling high-end color segment models
- Full-scale development of platform-based business through start up of Workplace Hub

## Professional printing

- Bolster product competitiveness by introducing new LPP/MPP products in production print
- In industrial printing, expand sales of KM-1 and MGI products, reinforce specialist sales network
- In marketing services, strengthen marketing network for major brand owners

## Healthcare

- Ensure steady contribution from the business by strengthening DR/ultrasound /medical IT
- Commercialization of SPFS, start-up of bio-health business

## Optical systems for industrial use

- Expansion of measuring instrument business with major customers, commercialization of visual inspection business for major IoT customers
- In status monitoring, build platform that combines KM products with MOBOTIX technology, begin collaboration with SICK AG in field of 3D laser radar

## Materials / components

- For performance materials, bolster earnings power by concentrating on product areas of strength
- In industrial inkjet components, expand profits with new products (micro-droplet printheads, MEMS printheads)
- Optical components will focus on global major accounts

# Appendix

# FY2016 Financial Results Highlight – Overview



[¥ billions]

	12M		YoY	4Q		YoY
	Mar 2017	Mar 2016		Mar 2017	Mar 2016	
Revenue	962.6	1,031.7	- 7%	262.9	269.4	- 2%
Gross Profit	459.9	495.5	- 7%	120.9	128.6	- 6%
Gross Profit ratio	47.8%	48.0%	-	46.0%	47.7%	-
Operating Profit	50.1	60.1	- 17%	15.7	18.5	- 15%
Operating Profit ratio	5.2%	5.8%	-	6.0%	6.9%	-
Profit before tax	49.3	58.0	- 15%	15.2	17.5	- 13%
Profit before tax ratio	5.1%	5.6%	-	5.8%	6.5%	-
Profit attributable to owners of the company	31.5	32.0	- 1%	6.6	5.5	+ 21%
Profit attributable to owners of the company ratio	3.3%	3.1%	-	2.5%	2.0%	-
EPS [Yen]	63.65	64.39		13.38	11.06	
CAPEX	38.9	52.6		11.4	17.4	
Depreciation and Amortization Expenses	51.8	51.3		12.7	13.9	
R&D expenses	73.3	76.3		19.8	19.5	
FCF	-1.9	-51.5		7.8	-5.2	
Investment and lending	36.7	68.2		0.3	16.6	
FOREX [Yen] USD	108.38	120.14	-11.76	113.64	115.48	-1.84
euro	118.79	132.58	-13.79	121.08	127.23	-6.15

# Operating Profit Analysis

[¥ billions]

## FY2016/12M vs FY2015/12M

### [Factors]

	Business Technologies	Healthcare	Industrial Business	Total
Forex impact	-17.9	-1.8	-0.5	-19.6
Price change	-4.6	-1.0	-5.6	-11.3
Sales volume change, and other, net	16.1	3.4	-1.0	23.3
Cost up/down	1.3	0.3	-0.4	1.2
SG&A change, net	-12.7	-2.6	1.3	-15.9
Other income and expense	0.7	0.7	7.7	12.3

### [Operating Profit]

Change, YoY	-17.2	-1.0	1.5	-9.9
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## FY2016/4Q vs FY2015/4Q

### [Factors]

	Business Technologies	Healthcare	Industrial Business	Total
Forex impact	-2.2	-0.2	0.0	-2.3
Price change	-2.1	-0.3	-1.5	-3.9
Sales volume change, and other, net	-1.8	0.3	1.0	0.2
Cost up/down	0.7	0.1	-0.1	0.7
SG&A change, net	-1.9	-0.3	0.8	-1.2
Other income and expense	2.9	0.2	0.2	3.7

### [Operating Profit]

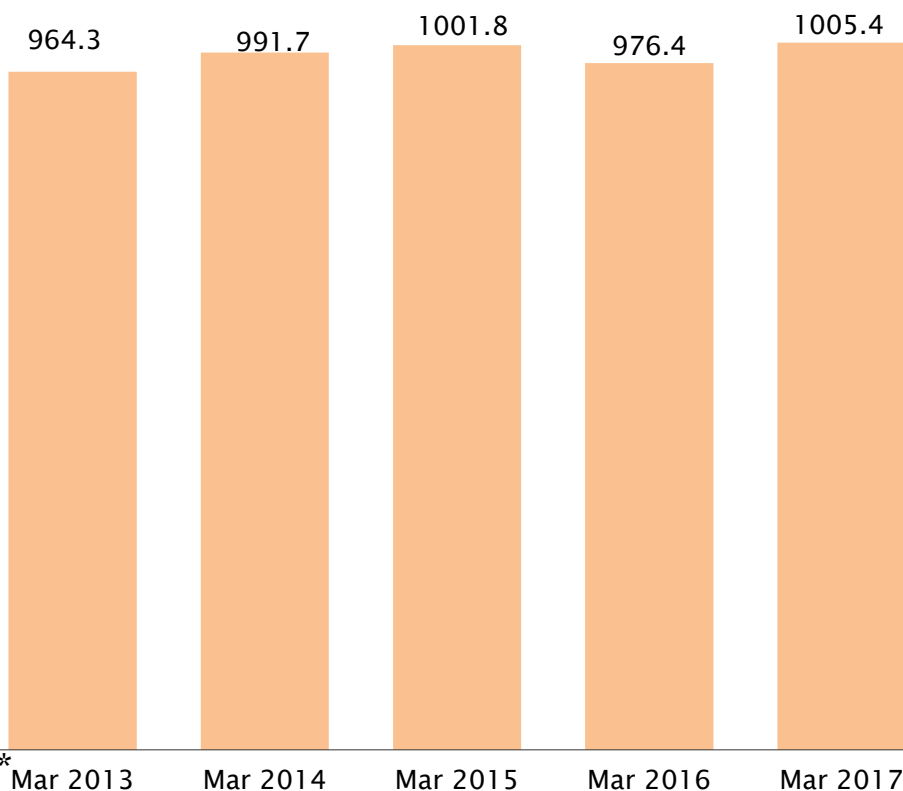
Change, YoY	-4.5	-0.3	0.4	-2.8
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# SG&A, Other Income/ Expenses • Finance Income/Loss

[¥ billions]

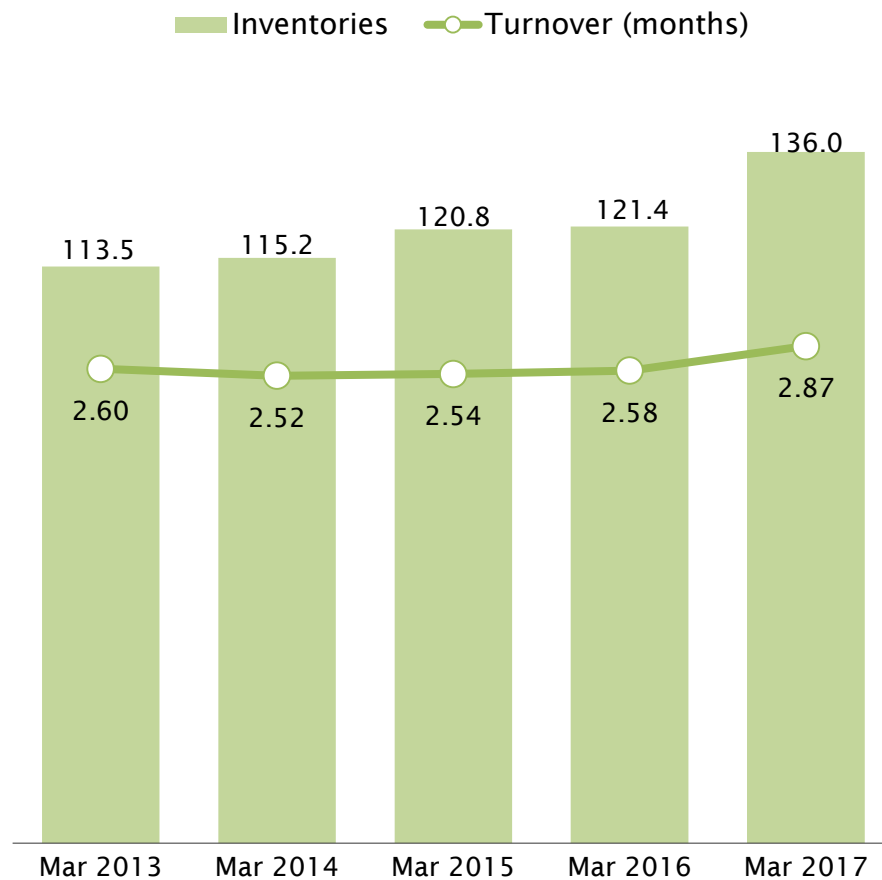
	12M Mar 2017	12M Mar 2016	YoY	4Q Mar 2017	4Q Mar 2016	YoY
<b>SG&amp;A:</b>						
Selling expenses - variable	46.8	48.7	-1.9	12.0	11.8	0.1
R&D expenses	73.3	76.3	-3.0	19.8	19.5	0.3
Personnel expenses	192.1	197.3	-5.2	49.8	49.2	0.6
Other	104.5	107.6	-3.1	24.5	26.6	-2.1
<b>SG&amp;A total</b>	<b>416.6</b>	<b>429.9</b>	<b>-13.3</b>	<b>106.0</b>	<b>107.2</b>	<b>-1.1</b>
	<i>* Forex impact: □29.2 bn. (Actual: □15.9bn.)</i>			<i>□2.3 bn. (Actual: □1.2bn.)</i>		
<b>Other income:</b>						
Gain on sales of property, plant and equipment	1.0	4.2	-3.1	0.8	0.3	0.5
Patent-related income	7.8	-	7.8	-	-	-
Other income	5.3	3.6	1.7	2.8	1.5	1.3
<b>Other income total</b>	<b>14.1</b>	<b>7.8</b>	<b>6.4</b>	<b>3.6</b>	<b>1.8</b>	<b>1.8</b>
<b>Other expenses</b>						
Loss on sales of property, plant and equipment	1.0	1.8	-0.8	0.4	0.7	-0.3
Impairment losses on porperty	0.4	0.1	0.3	0.3	0.0	0.3
Special extra retirement payments	0.2	2.9	-2.8	-	0.4	-0.4
Other expenses	5.8	8.6	-2.8	2.1	3.6	-1.6
<b>Other expenses total</b>	<b>7.3</b>	<b>13.3</b>	<b>-6.0</b>	<b>2.8</b>	<b>4.7</b>	<b>-1.9</b>
<b>Finance income/loss:</b>						
Interest income/Dividends received/Interest expense	-0.2	-0.3	0.2	-0.1	-0.2	0.1
Foreign exchange gain/loss (net)	0.0	-1.7	1.6	-0.2	-0.9	0.8
Other	-0.5	0.0	--0.5	-0.3	-0.2	--0.5
<b>Finance income/loss, net</b>	<b>-0.7</b>	<b>-2.0</b>	<b>1.3</b>	<b>-0.5</b>	<b>-1.0</b>	<b>0.4</b>

## Total Assets [¥ billions]



\*Mar 2013= 4/1 2013

## Inventories/Turnover [¥ billions]

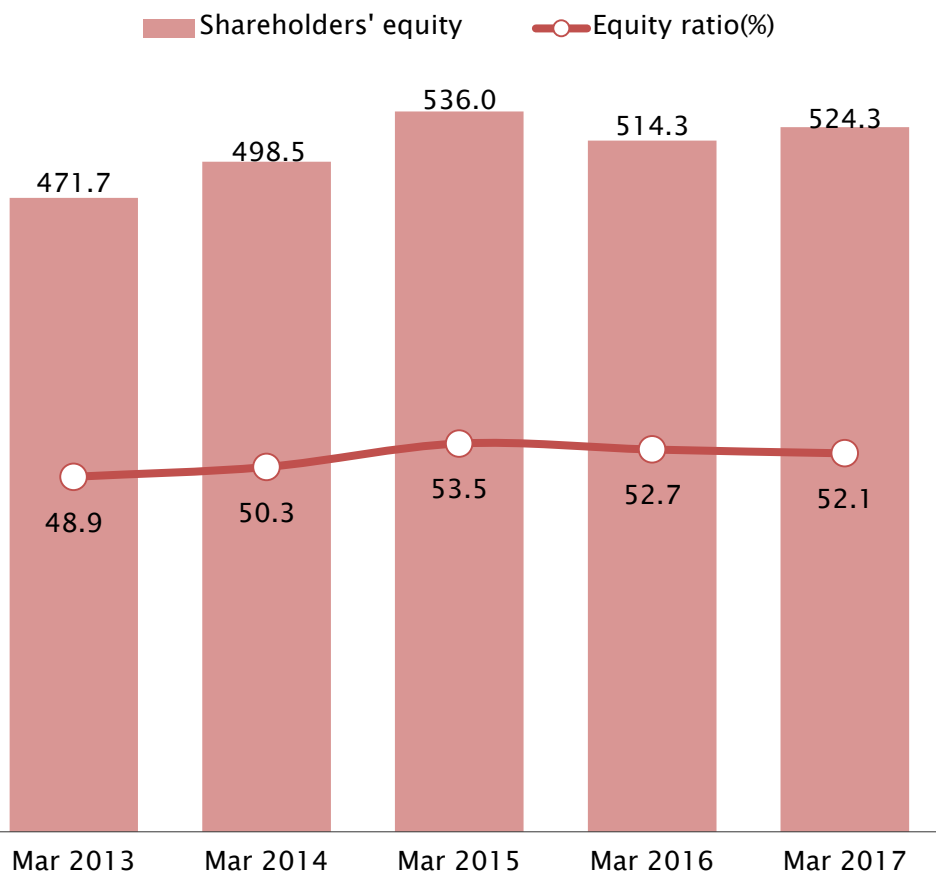


\* Inventory turnover = Inventory balance at fiscal year end / Average cost of sales for most recent three months

# Statements of Financial Position

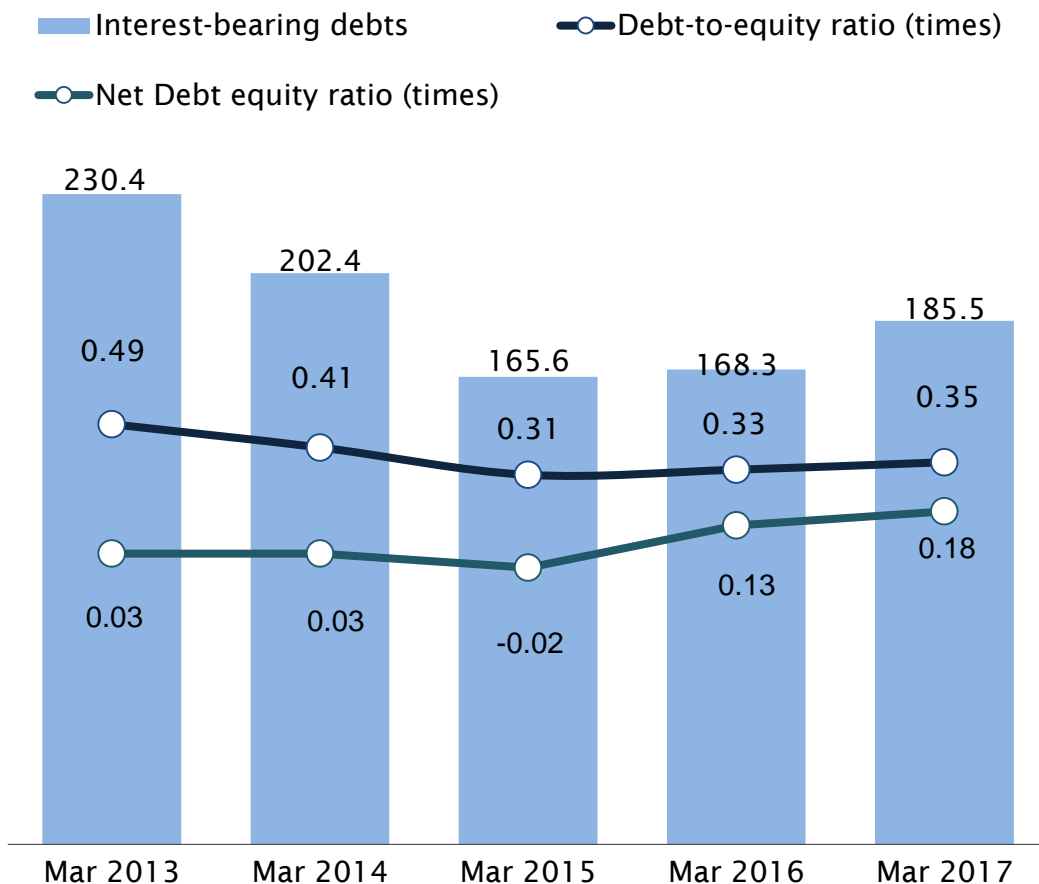
[¥ billions]

## Equity & Equity ratio attributable to owners of the parent company



[¥ billions]

## Interest-bearing liabilities & ratio of interest-bearing liabilities



\*Mar 2013= 4/1 2013

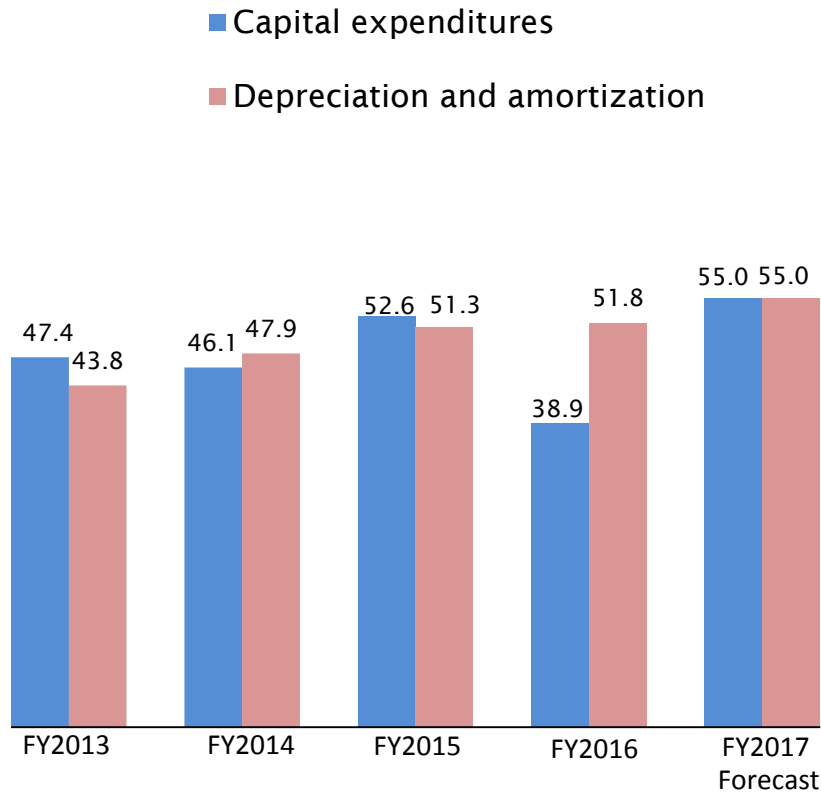
\*Equity ratio attributable to owners of the company= Equity attributable to owners of the company / Total assets



# Outlook for Capital Expenditure and Depreciation and Amortization Expenses/ Free Cash Flows

## Capital Expenditure and Depreciation and Amortization Expenses

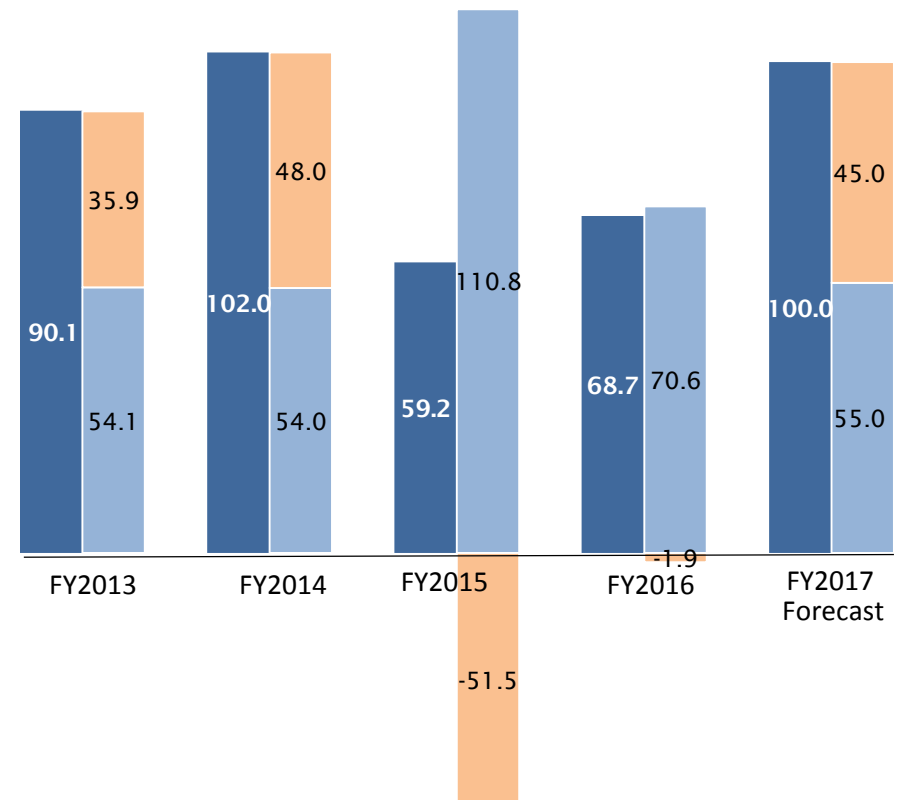
[¥ billions]



## Free Cash Flows

[¥ billions]

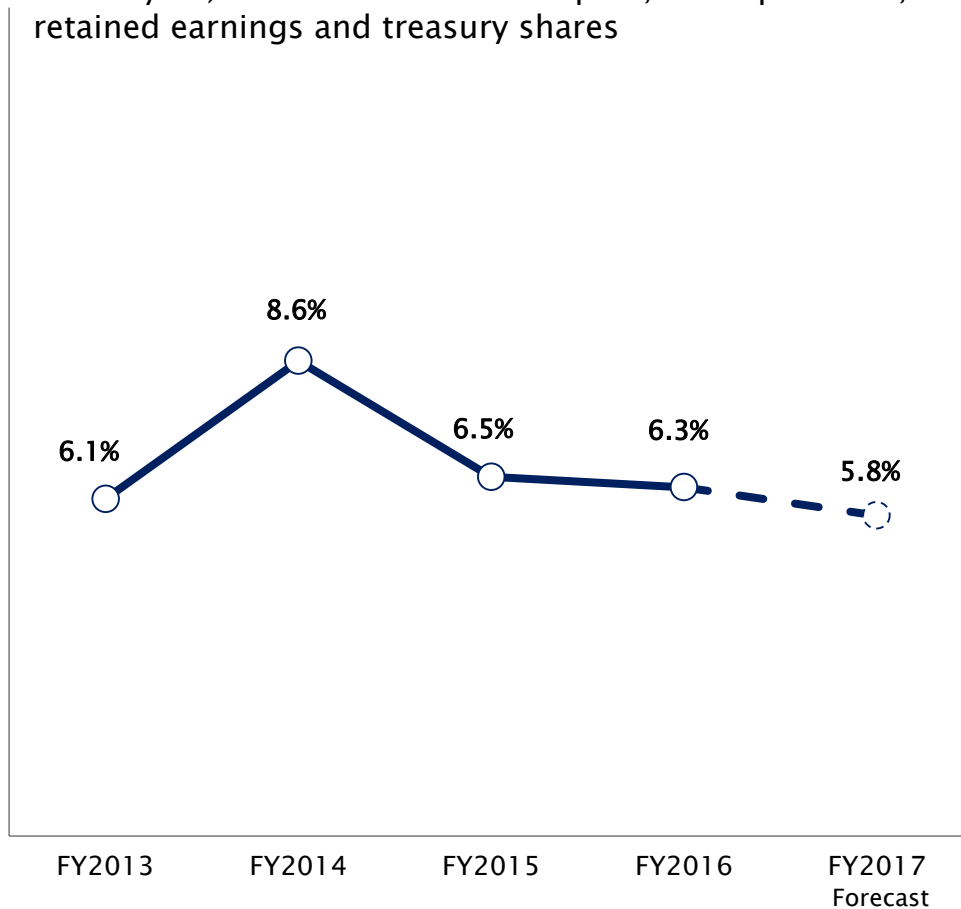
- FCF
- Net cash flows from investing activities
- Net cash flows from operating activities



\*FCF forecast for Mar 2018 does not include investment and lending

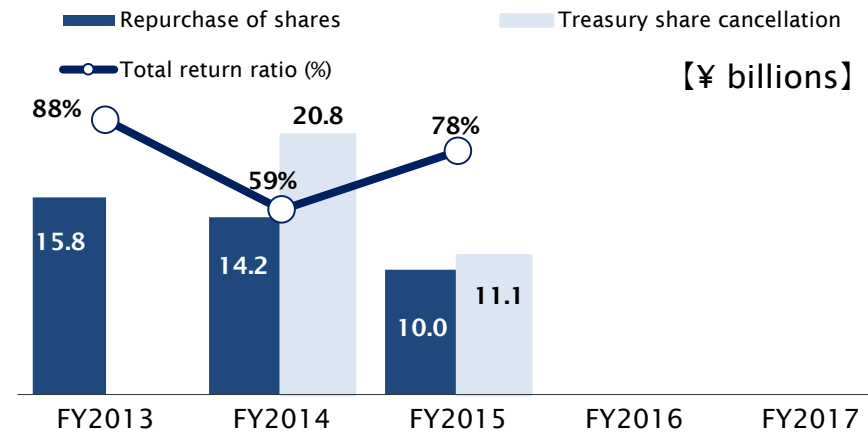
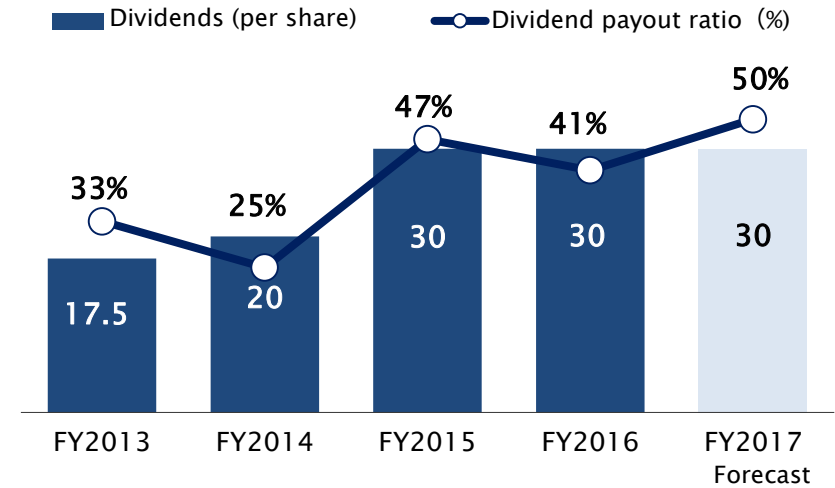
## ROE

ROE: profit for the year attributable to the owners of the company, divided by the average (using figures from start and end of year) of the sum of share capital, share premium, retained earnings and treasury shares



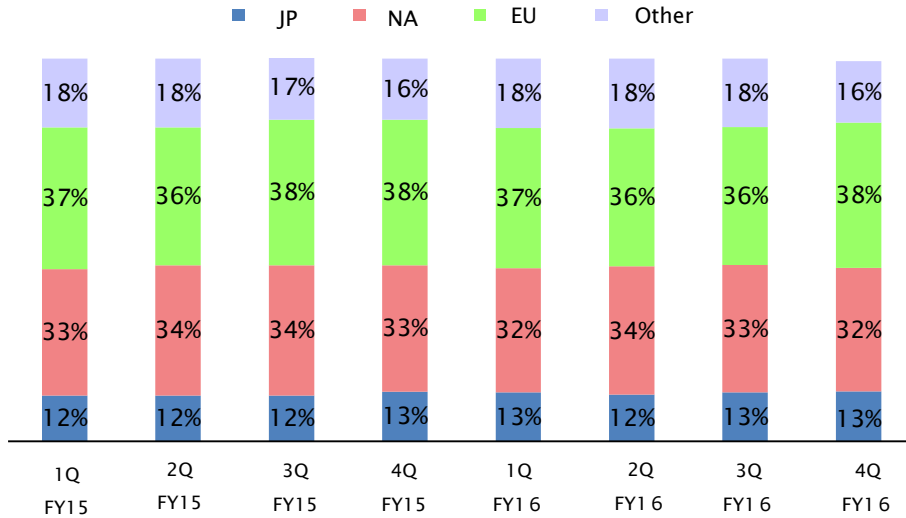
## Shareholder Returns

【per one share/Yen】

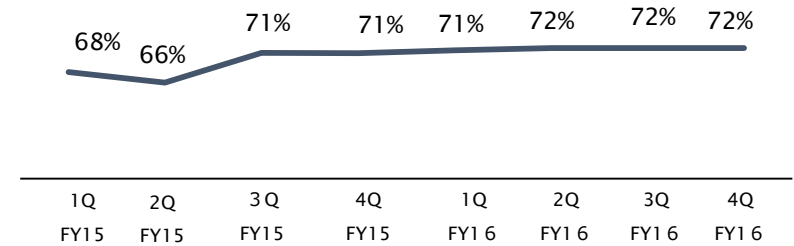


# Revenue Trend: Business Technologies

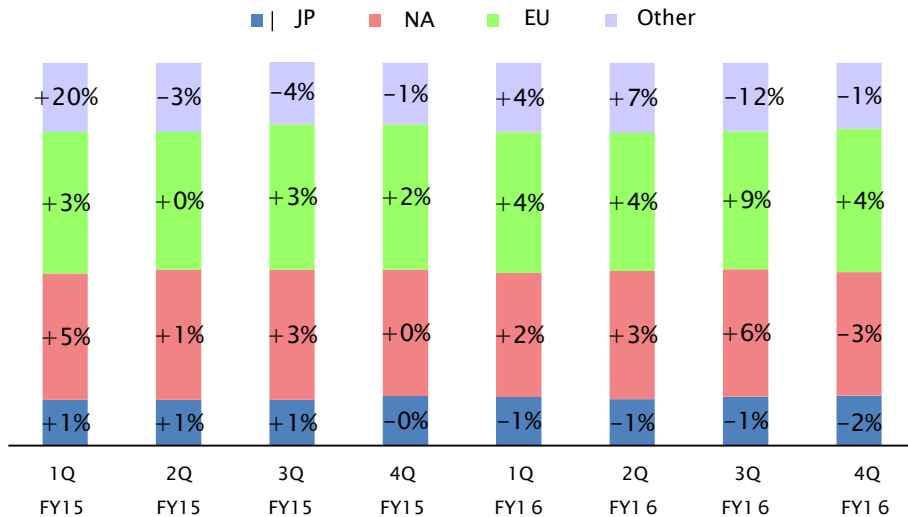
## ■ Composition of Revenue by region (in yen)



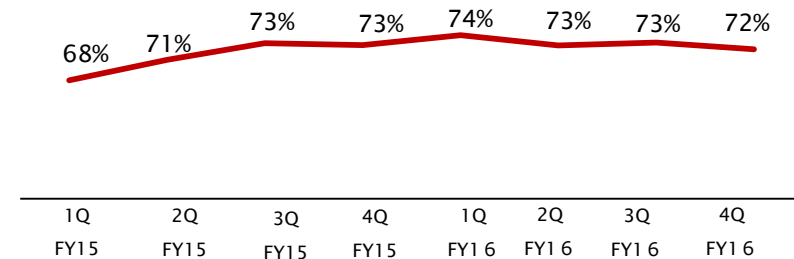
## ■ Percentage of color in sales of hardware (Office)



## ■ Change in Revenue by region (w/o FOREX)



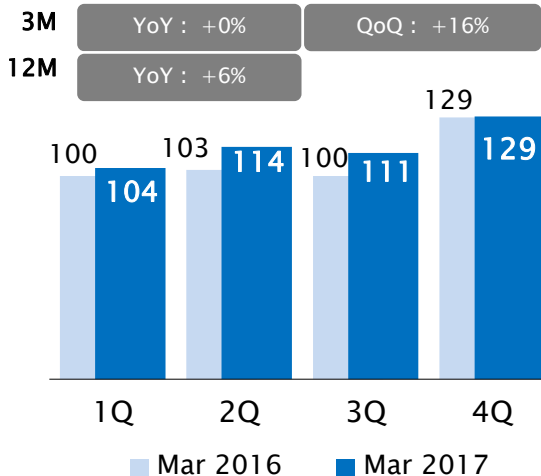
## ■ Percentage of color in sales of hardware (PP)



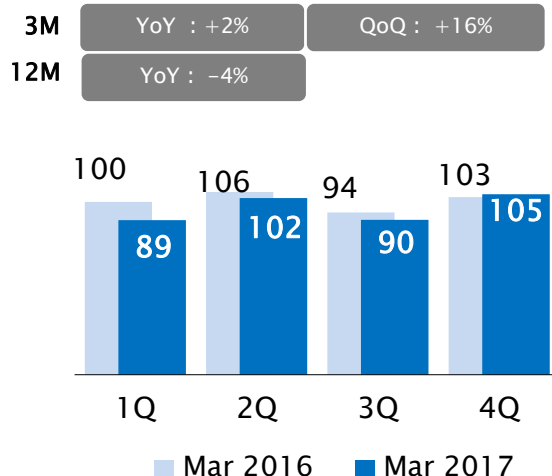


# Unit Sales Trend: Business Technologies

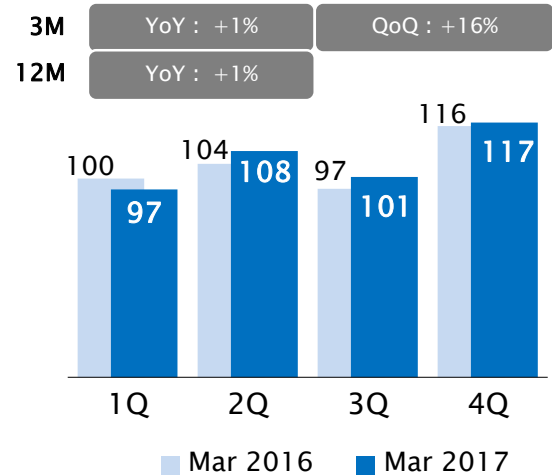
### A3 color MFP- Units\*



### A3 B&W MFP- Units\*



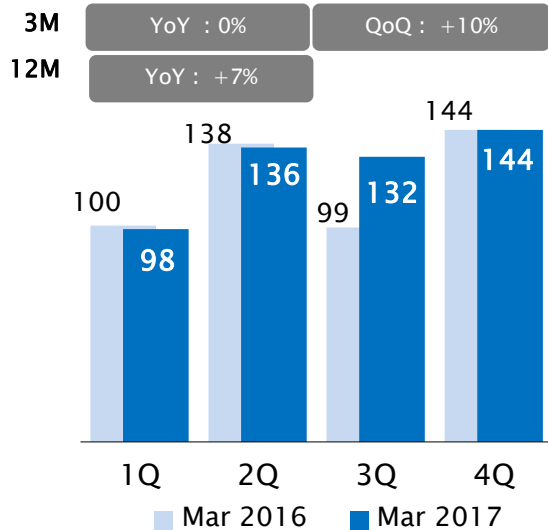
### A3 MFP TTL- Units\*



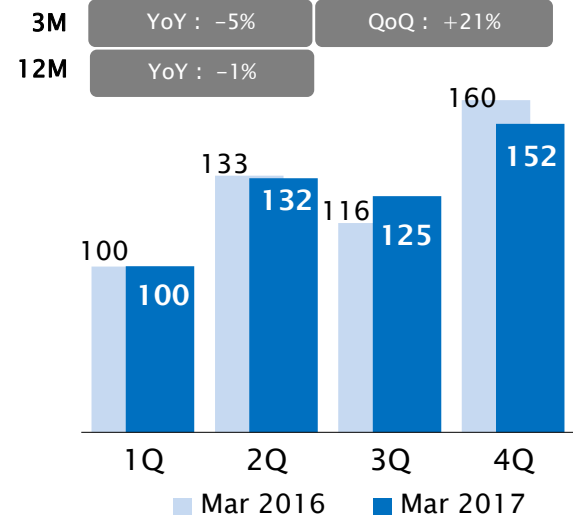
### Color Production Print - Units\*



### B&W Production Print - Units\*



### Production Print - Units\*



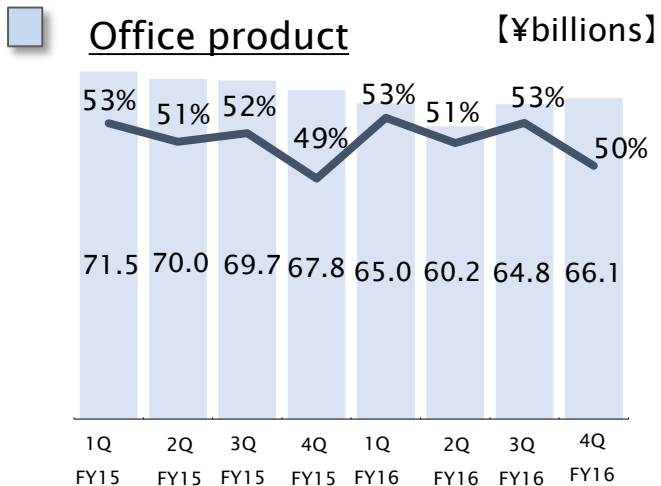
\* Base index : "1Q Mar2016" = 100

# Business Technologies Business: Sales Results of Non-Hard



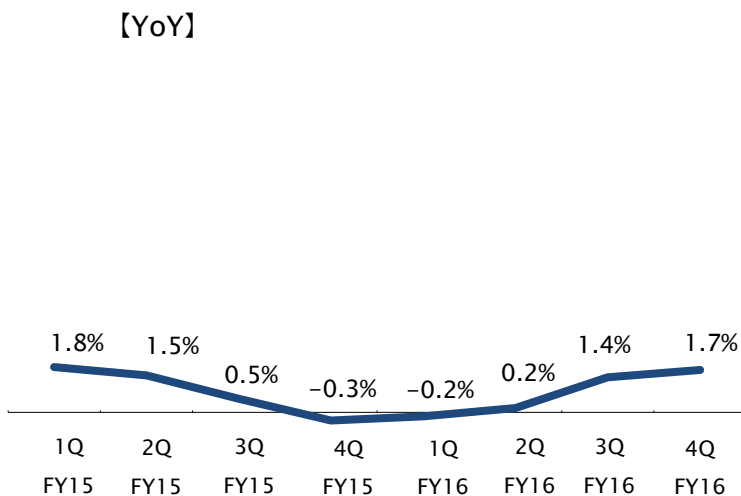
KONICA MINOLTA

## Revenue & ratio of non-hard

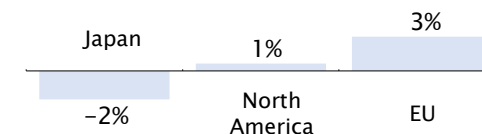


## YoY Revenue increase of non-hard

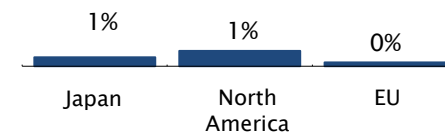
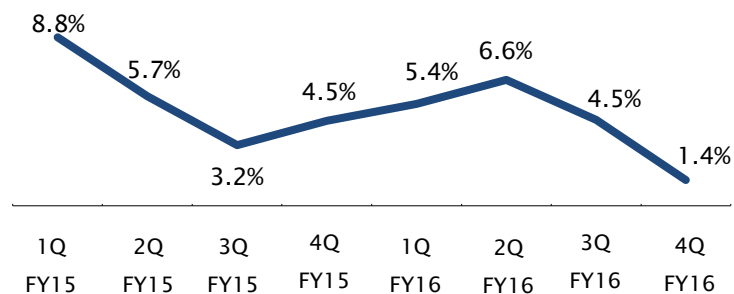
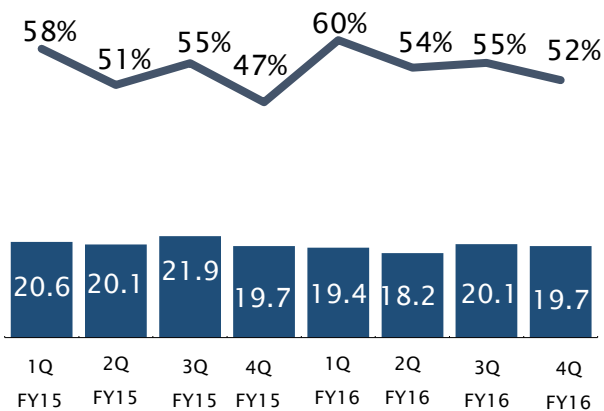
(w/o FOREX)



[Regional]



## Production print



# FOREX Impact to Revenue and Operating Profit

(FOREX Rate/¥)

	FY15	FY16	Impact to FY15		FY15	FY16	Impact to FY15		FX Sensitivity*2	
	4Q	4Q	Revenue (¥billions)	OP (¥billions)	Full year	Full year	Revenue (¥billions)	OP (¥billions)	Revenue (¥billions)	OP (¥billions)
USD	115.48	113.64	- 1.6	+ 0.2	120.14	108.38	- 34.7	+ 1.1	+ 3.0	- 0.1
EUR	127.23	121.08	- 3.0	- 2.5	132.58	118.79	- 23.2	- 17.2	+ 1.9	+ 0.8
GBP	165.29	140.80	- 2.2	+ 0.0	181.31	141.60	- 13.8	- 0.5	+ 0.4	+ 0.1
European Currencies*1	-	-	- 5.6	- 2.5	-	-	- 42.5	- 17.9	+ 2.7	+ 1.2
CNY	17.61	16.57	- 0.6	- 0.0	18.85	16.11	- 6.9	- 0.9	+ 2.5	+ 0.5
AUD	83.22	86.16	+ 0.3	+ 0.0	88.44	81.56	- 2.9	- 0.7	+ 0.4	+ 0.1
Other	-	-	- 0.0	-0.0	-	-	- 4.9	- 1.1	-	-
<b>Total Impact from FY2015</b>			<b>Revenue:</b>	<b>- 7.6</b>			<b>Revenue:</b>	<b>- 91.8</b>		
			<b>OP:</b>	<b>- 2.3</b>			<b>OP:</b>	<b>- 19.6</b>		

\*1 European currencies: Currencies in Europe except EUR/GBP

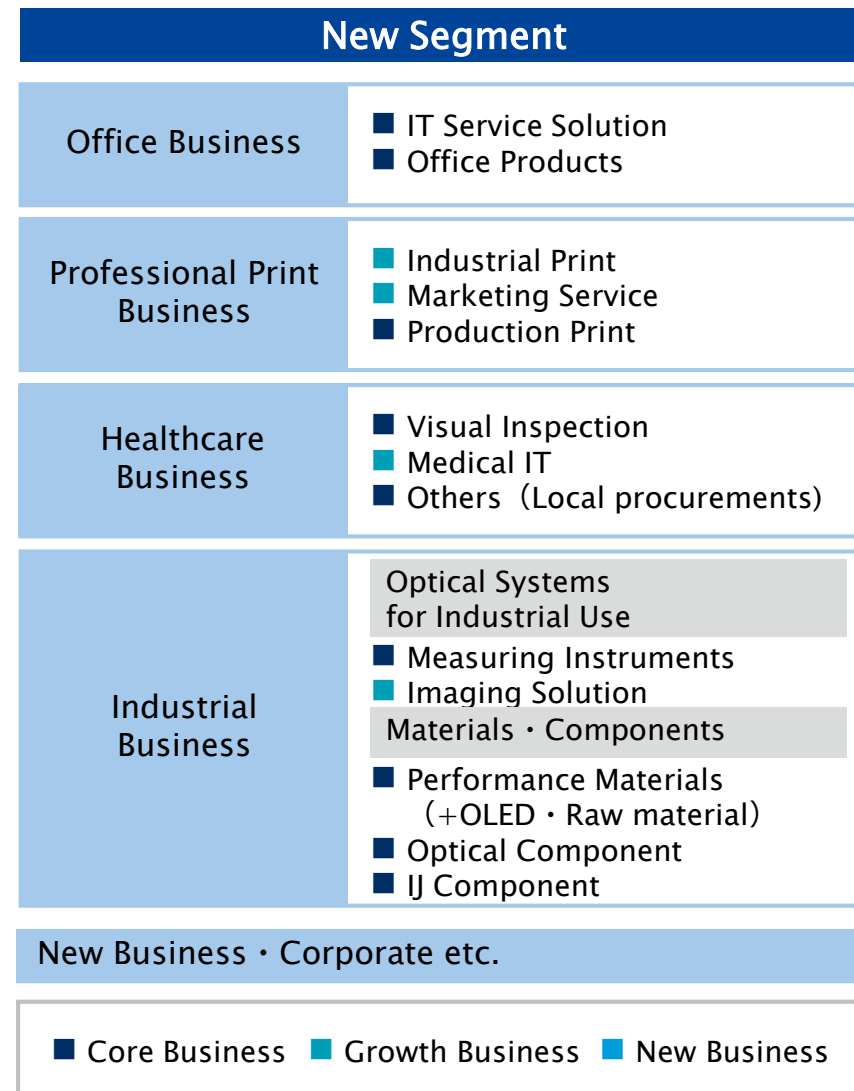
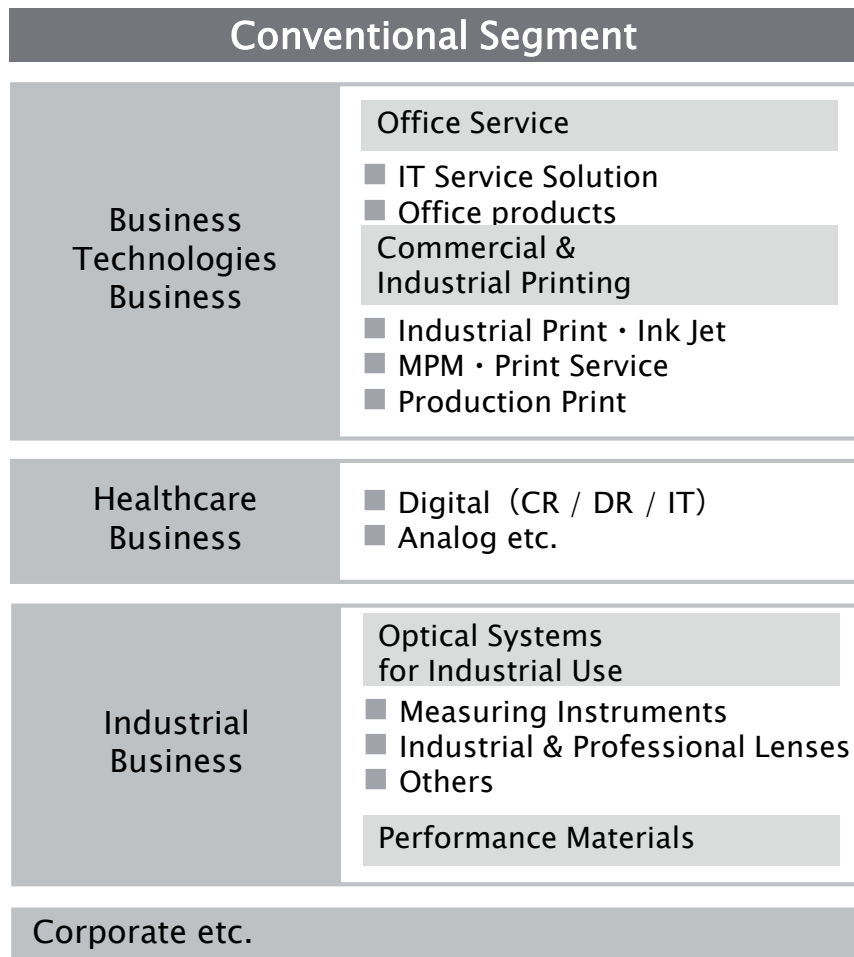
\*2 FOREX Sensitivity: FOREX impact at ¥1 change (Annual)

# FY2016 FOREX Impact – Segment

【¥billions】

		Revenue					Operating Profit				
		1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year
Business Technologies	Result	186.3	184.3	191.6	209.5	771.7	13.3	12.8	12.0	14.9	53.0
	YoY	-15.5	-23.1	-15.3	-6.6	-60.5	0.1	-8.3	-4.6	-4.5	-17.2
	FOREX Impact	-21.5	-32.3	-22.5	-6.9	-83.3	-2.9	-7.2	-5.7	-2.2	-17.9
	Net result	6.1	9.1	7.3	0.3	22.8	2.9	-1.1	1.1	-2.3	0.7
Healthcare	Result	18.5	22.9	22.0	26.6	89.9	0.2	1.0	0.3	1.4	2.9
	YoY	0.6	0.6	-0.0	-1.0	0.1	0.1	-0.3	-0.5	-0.3	-1.0
	FOREX Impact	-1.3	-2.0	-1.4	-0.3	-5.1	-0.4	-0.7	-0.5	-0.2	-1.8
	Net result	1.9	2.6	1.4	-0.7	5.2	0.5	0.4	-0.0	-0.1	0.7
Industrial business	Result	21.7	22.4	21.4	23.9	89.4	2.3	2.4	9.7	4.2	18.6
	YoY	-6.5	-5.6	-4.1	-0.3	-16.6	-3.5	-2.2	6.9	0.4	1.5
	FOREX Impact	-0.9	-1.3	-1.0	-0.3	-3.5	-0.3	-0.1	-0.1	0.0	-0.5
	Net result	-5.5	-4.3	-3.2	-0.0	-13.1	-3.3	-2.1	7.0	0.4	2.0

# Business Segment renewal for New Mid Term Plan imprecation





- **Business Technologies : OPS/ Optimized Print Services**

OPS provides services to boost efficiency and reduce costs through optimization of the customer's print environment (output and document management environment).

- **Business Technologies : GMA/ Global Major Account**

Refers to our major enterprise customers (businesses) that operate on a global scale.

- **Business Technologies : MPM/ Marketing Production Management**

MPM provides services optimizing the production cost of marketing materials for customers using our own supplier network. KonicaMinolta consolidated Charterhouse(U.K.) from 2012 and Ergo(Australia) from 2014.

- **Healthcare : DR/ Digital Radiography**

A technique that detects the intensity distribution of the X-rays that pass through the body when an X-ray is taken, and then converts the data to a digital signal, which is processed by computer.

- **Healthcare : PACS/ Picture Archiving and Communication System**

An image storage and communication system for medical image processing. More generally, any system for managing a large number of images, such as CT, MRI, and X-ray images from DR or CR.

- **Industrial : ZeroTAC film**

A TAC film with phase difference reduced to zero. Used primarily in IPS displays, with characteristics that improve visibility.

- **Industrial – Performance materials: OLED / Organic Light Emitting Diode**

Also known as organic EL (organic electroluminescence). OLED applies the phenomenon of organic compounds producing light when voltage is applied to lighting and display products.

- **SPFS: Surface Plasmon Field-enhanced Fluorescence Spectroscopy**

An immune antibody inspection system. A method whereby fluorescent signals are detected using fluorescent markers bonded through an antigen-antibody reaction then excited extremely efficiently by means of a localized electric field induced on the topmost surface layer of gold film.

- **Components: MEMS print-head:**

A high-precision inkjet print head formed using MEMS (Micro Electro Mechanical Systems) technology



**KONICA MINOLTA**

*Cautionary Statement:*

*The forecasts mentioned in this material are the results of estimations based on currently available information, and accordingly, contain risks and uncertainties. The actual results of business performance may sometimes differ from those forecasts due to various factors.*

*Remarks:*

*Yen amounts are rounded to the nearest 100 million.*